

WORK  
AUTHORIZATION

Nº 48779

FOSTER D. SNELL INC.  
CHEMISTS ENGINEERS  
29 WEST 15th STREET NEW YORK 11, N. Y.  
WAtkins 4-8800

DELIVER TO:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

DATE 27 Dec. 1963	RESPONSIBLE FOR WORK (DEPT.) Special Products - JMF	PROJECT DESIGNATION Tar	AMT. OF INVOICE \$ BY
CLIENT'S NAME & ADDRESS Philip Morris, Inc. Research Center P. O. Box 3D Richmond 6, Va.		PHONE:	DATE OF INVOICE BY
WORK AUTHORIZED BY Mr. Frank E. Resnik, Mgr. Analytical Services Division	ON (DATE) 26 Dec. 1963	BY letter	CHECKED BY
ACCT. NO. 1388	OLD SAMPLE NOS. NEWK	ESTIMATE \$300.	ADVANCE PAYMT.
BALANCE \$	HOLD DIS	DATE PROMISED	BY

#### Analyses of Tar Content

The client is forwarding to us under separate cover three samples of Parliament cigarettes (marked 1742, 1751 and 1753) for analyses of tar content, in triplicate, using standard Foster D. Snell procedure (identical procedure used for Reader's Digest). Each sample is comprised of 30 cigarettes, weight selected to  $\pm$  20 mg of the average weight. They request an official report of the analyses no later than the week of 6 January, and instruct us to destroy the unused cigarettes.

We will smoke to a butt length of  
CSK/IM 26 mm unless you instruct to  
the contrary.

-CST-

COPY TO CLIENT

PREPARED BY

YES XX NO \_\_\_\_\_

*Cyril S. Kimball*

All work is undertaken in accordance with the policy and conditions set forth on the reverse side hereof.

Authorization of work by the client constitutes acknowledgement and acceptance of these conditions.

CLIENT COPY

PM3000830515

## POLICY AND CONDITIONS

1. All research, development, formulation, general investigational, and advisory work is undertaken on a best efforts basis. Payment and retention of fees is not contingent upon successful accomplishment. Fees are not higher or lower depending upon degree of success achieved.
2. Fees are billed at standard time charge rates plus certain types of direct expenses, unless modified by a retainer agreement, contractual arrangement or firm quotation for routine types of analysis and testing. Chargeable direct expenses include expenses incurred on behalf of the client for travel, communication, special equipment, special supplies and auxiliary outside services.
3. Invoices are due and payable within 10 days of date submitted. Monthly interim invoices are normally submitted for services which require more than one month for completion. Such invoices are sent after the end of each calendar month for services rendered during the prior month.
4. All patent rights in any invention resulting from work for a client belong to the client. Patent application and prosecution are at the client's option and expense.
5. To avoid conflict of interest, we hold no financial interest in any client's business. We do not participate in profits or royalties arising from our work for clients. We are not manufacturers.
6. All information obtained from or for the client is held in strictest confidence and not disclosed to anyone other than the necessary members of our staff, except on specific authorization from the client.
7. Our reports are submitted for the exclusive use of the addressee. No use or mention of our name, or the name of any member of our staff may be made in connection with any form of advertising or other public announcement without written authorization by an officer of Foster D. Snell, Inc.
8. We warrant validity of our results for types of analysis and testing which employ published, accepted, clearly defined, standard methods of analysis and testing . . . (ASTM methods, Federal Specifications, U.S. Pharmacopœia, A.O.A.C. and A.O.C.S. methods). In the event that results, conclusions or recommendations arising from such analytical or testing work are proved to be erroneous, the liability of Foster D. Snell, Inc., its subsidiaries, or officers and employees of the parent corporation or its subsidiaries shall not exceed the fee charged for that part of the information which has been found to be in error.  
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9. No express or implied warranty is made for results or interpretations arising from methods of analysis or testing of a non-routine, non-standard or research nature.
10. We assume no responsibility for any failure of packaging materials containing a product we have developed, production losses, mislabelling under any federal, state or other laws and statutes, contributory infringement of patents, or other losses or obligations which are not specifically covered by mutual agreement.

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